

JODIE L. WARTH

2731 NW 158th Street, Clive, Iowa 50325

(515) 987-8175

PROFESSIONAL SUMMARY: Innovative fundraising professional with over 13 years progressively responsible experience for a diverse group of agencies. Possesses a unique ability to manage multiple projects while maintaining a high level of quality and success. Known for tackling tasks with a creative, energetic, and entrepreneurial focus. Proven ability to effectively lead people while maintaining a high degree of confidentiality and professionalism.

EXPERIENCE: **American Red Cross, Des Moines, IA** **2006-Present**
Chief Development Officer

Responsible for developing and executing a financial development plan using innovative strategies to locate and secure diversified funding streams. Accountable for raising funds to support disaster expenses for a 47 county service area while working in coordination with National Headquarters. Continually evaluates systems of cultivation, solicitation and acknowledgement of donors while simultaneously establishing new connections with individuals, foundations and corporate partners. Developed integrated programs in conjunction with a comprehensive marketing plan to leverage funds throughout our region. Works directly with the Executive Director to implement revenue-based strategies with measurable goals to facilitate systemic change.

Major Accomplishments

- Increased leadership level donors (individual donors who give \$5000 and above) from one donor to 11 donors resulting in an annual increase of \$77,500.
- Acquired 100 new chapter donors within six months of employment generating over \$100,000 in additional funds.
- Coordinated the consolidation of 7 community chapter databases into one regional hub while implementing a unified direct mail strategy to clearly promote the concept of "One Red Cross."
- During my tenure I have met or exceeded budgeted expectations for both expense and revenue.

Drake University, Des Moines, IA **2004-2006**
Senior Advancement Officer

Responsible for the cultivation and solicitation of leadership annual giving prospects, major capital and endowment gift prospects. Accountable for the development and nurturing of constituent relations involving Drake's key initiatives. Works directly with the Director of Alumni and Parent Programs in expanding, developing and servicing an effective volunteer network of alumni and friends who can strengthen Drake's fundraising efforts. Serves as an advisor to the Director of Athletics and the Dean of the College of Arts and Sciences on various advancement strategies to sustain and expand vital support for various initiatives.

Major Accomplishments

- Secured a \$515,000 gift in support of the Drake stadium renovation.
- Creatively managed the Drake athletic departments annual fund drive to a profitable conclusion of \$525,000 with goal being \$450,000.
- Successfully solicited \$180,000 in funding to jump-start the remodeling of the Knapp Center lobby into the Paul F. Morrison Athletics Hall of Honor.
- Worked directly with all parts of the campus community to assist in the "re-branding" of Drake in throughout all mediums.

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Planned Parenthood, Des Moines, IA **Manager of Annual Giving Programs**

2000-2004
2002-2004

Responsible for the management of successful fundraising programs that support the ongoing budget of Planned Parenthood of Greater Iowa. Accountable for the planning, development, and coordination of personal solicitations with key donors and all direct mail fundraising tools. Serves as the primary liaison to the book sale committee while supervising book sale staff, volunteers and coordinating marketing and communications.

Major Accomplishments

- Successfully managed three book sale cycles with average yearly income of \$350,000 while balancing the needs and request of over 150 core volunteers.
- Developed and implemented a plan to increase Leadership Circle donors (donations of \$500 and above) that resulted in an increase in membership from 60 to 170 in eight months.
- Revamped receipting system to include personal thank you calls and hand written notes for each gift received in addition to the traditional tax receipt letter.

Community Development Manager

2000-2002

Orchestrates community-based special events and fundraising activities for Planned Parenthood of Greater Iowa affiliates with the goal to increase clinics visibility, number of donors, and level of gifting. Responsible for the execution of all agency-wide special events including the Planned Parenthood Book Sale.

Major Accomplishments

- Completed extensive training on Project Management theories, styles and templates.
- Completed a charter designed to guide Planned Parenthood of Greater Iowa through the development of an adoption program.
- Spearheaded the development and execution of 22 local and statewide educational programs.

YWCA of Greater Des Moines, Des Moines, IA **Director of Residence**

1999-2000

Lead operations, budget and 10 personnel who supervise three residential floors serving approximately 125 homeless women and children. Provided public relation tours along with presentations designed to secure funding. Developed an emergency “shelter bed” program designed to move homeless mothers and expecting women into safer residential environments.

Turning Point, Knoxville, IA **Executive Director**

1997-1999

Accountable for the daily operation and supervision of a shelter with 15 personnel that provided direct services to victims/survivors of domestic violence and sexual assault. Responsible for researching alternative funding options as well as the composition of all state and federal grant funding requests. Orchestrated presentations and workshops designed to heighten community awareness and involvement with domestic violence and sexual assault issues.

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EDUCATION:

DRAKE UNIVERSITY

Masters of Public Administration, 2005

Des Moines, IA

UNIVERSITY OF NORTHERN IOWA

BA, Criminology, 1995

BA, Sociology, 1995

Cedar Falls, IA

ADDITIONAL SKILLS AND VOLUNTEER EXPERIENCE:

- Association of Fundraising Professionals, AFP Member
- YWCA, Board Member
- Cornerstone of Hope Orphanage, Board Member
- The American Society for Public Administration, ASPA Member
- Lutheran Church of Hope, One Body Special Needs Ministry
- Lutheran Church of Hope, Care Core Minister
- ChildServe, Volunteer
- Project Management Training
- Microsoft Word, Excel, PowerPoint, Access, P!N Kintera, Banner, Razors Edge 7.5
- Phi Alpha Alpha Honoree
- Greater Des Moines Leadership Institute, class of 2009/2010
- Certified Fund Raising Executive (CFRE) certification testing in June, 2010